PRE-SLEEVED: BUY 2 GET 1 FREE / 21 OFFERS
4 STYLES: 1 DISPLAY = 7 CARTONS (4 BRANDS) = 21 OFFERS + 7 LOOSE LIVE PACKS

(+1 Additional Loose Pack to equal 50 Live Packs / 5 Ctns Billing)

FORMULA FOR NUMBER OF DISPLAYS NEEDED: Total Number of Cases x 4.28 = #/ Displays Needed

FORMULA FOR PACKING PAYMENT:

+1 Extra Live Pack/ Display

G=Gratia Fack	F-FIAG L MCK	(Cacil Olimpan Minn - 1 O	IIII I Olisiiddaa Filos — Ent	in this i don(o)	
	6M CASE (LT)	6M CASE (LT BOX)	6M CASE (FF)	(1/2) 6M CS (FFBOX)] ∳
1 cin 5					1 L
Display 1 cin	E L				Display
1 cin (1)				L L	1 L
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NOVEMBER: DORAL B2G1F PROMOTION #701647

BRAND STYLES (6M): DORAL LIGHT / LT MENTHOL 100 / LIGHT 100 / FF 100

THE DIFFERENCE BETWEEN NUMBER OF DISPLAYS ORDERED TO DIRECT ACCOUNT AND NUMBER OF DISPLAYS TO BE SHIPPED TO RETAIL (ON TEMPLATE), REPRESENTS EXTRA NUMBER OF DISPLAYS.

RJR MANAGER TO ENSURE DISTRIBUTION OF ANY EXTRA DISPLAYS TO APPROPRIATE ACCOUNTS.

OD IE DETAIL DISTRIBUTION WAS NOT COMPLETED BY DIDECT ACCOUNT.

VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED)

2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED

OR IF	RETAIL DI	STRIBUTION WAS NOT C	OMPLETED BY D	DIRECT ACCOUNT	<u>r. </u>	.]		<u> </u>	<u>1</u>
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	# DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION	PACKING PAYMENT (\$14 Per 12M Case)	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97	
<u>J. N</u>	IcLEA	<u>N</u>			-			CON VID	
1622	094931	MID-VALLEY	56	55	V 4.5	\$63.00	# MGR/	SHIPPED: (Y / N)	E Tries
1623	442680	MOUNTAIN CANDY	103	103	8.5	\$119.00	MGR/	SHIPPED: (Y / N)	
1623	442680	MOUNTAIN CANDY	SMOKERS PARADISE	80	√ 6.5	\$91.00	₩GR/ ✓ACCT	SHIPPED: (Y / N)	
1622	332400	KEYCO	30	29	2.5	\$35.00	MIGRI ACCT	SHIPPED: (Y / N)	
1622	332520	KEYSTONE	26	24	2	\$28.00	MGR/	SHIPPED: (Y / N)	1
1622	447000	MUTUAL WHLS	35	32	2.8	\$39.20	MGR/	SHIPPED: (Y / N)	1
1622	761406	KLEIN CANDY	411	411	33.5	\$469.00	_X_MGR/	SHIPPED: (Y / N)	;··· · · ·
	!		1	1 -	ì		ACCT	1	1

The Oper Roque 1/5/4

BRAND STYLE BE DIFFERENCE BETWEE SPLAYS TO BE SHIPPED IR MANAGER TO ENSUR FOR PACKING PAYMEN FIER PROMOTION RETA UL DISTRIBUTION WAS I	TO RETAIL (ON TEMP E DISTRIBUTION OF A ITS WILL BE MAILED T AIL DISTRIBUTION DAT	GHT / LT MENT AYS ORDERED TO LATE), REPRESE NY EXTRA DISPL TO EITHER RJR M TE. ADVISE JUDY DIRECT ACCOUNT #/ DISPLAYS	THOL 100 / LID DIRECT ACCOUNTS EXTRA NUAYS TO APPROANAGER OR DIFFERENT	GHT 100 / DUNT AND N MBER OF D PRIATE ACC	FF 100 IUMBER OF ISPLAYS. COUNTS. DUNT (AS INDICATE	
E DIFFERENCE BETWEE SPLAYS TO BE SHIPPED R MANAGER TO ENSUR FOR PACKING PAYMEN FTER PROMOTION RETA UL DISTRIBUTION WAS I	TO TALL #/	AYS ORDERED TO LATE), REPRESE NY EXTRA DISPL TO EITHER RJR M TE. ADVISE JUDY DIRECT ACCOUNT #/ DISPLAYS	D DIRECT ACCO NTS EXTRA NU AYS TO APPRO ANAGER OR DI IF PAYMENT DI	DUNT AND N MBER OF D PRIATE ACC	IUMBER OF ISPLAYS. COUNTS. DUNT (AS INDICATE	
SPLAYS TO BE SHIPPED IR MANAGER TO ENSUR IS FOR PACKING PAYMEN IF TER PROMOTION RETA ILL DISTRIBUTION WAS I	TO RETAIL (ON TEMP E DISTRIBUTION OF A ITS WILL BE MAILED TO AIL DISTRIBUTION DAT NOT COMPLETED BY D TOTAL #/	LATE), REPRESE NY EXTRA DISPL. TO EITHER RJR M TE. ADVISE JUDY DIRECT ACCOUNT #/ DISPLAYS	NTS EXTRA NU AYS TO APPRO ANAGER OR DI IF PAYMENT DI	MBER OF D PRIATE ACC	ISPLAYS. COUNTS. DUNT (AS INDICATE	
R MANAGER TO ENSUR FOR PACKING PAYMEN FTER PROMOTION RETA VIL DISTRIBUTION WAS I	E DISTRIBUTION OF A ITS WILL BE MAILED TO AIL DISTRIBUTION DATA NOT COMPLETED BY D TOTAL #/	NY EXTRA DISPLATO EITHER RJR MITE. ADVISE JUDY DIRECT ACCOUNT #/ DISPLAYS	AYS TO APPRO ANAGER OR DI IF PAYMENT DI	PRIATE ACC	COUNTS. DUNT (AS INDICATE	
FOR PACKING PAYMENTER PROMOTION RETAIL DISTRIBUTION WAS I	ITS WILL BE MAILED TO ALL DISTRIBUTION DATA NOT COMPLETED BY D TOTAL #/	TO EITHER RJR MITE. ADVISE JUDY DIRECT ACCOUNT #/ DISPLAYS	ANAGER OR DI IF PAYMENT DI	RECT ACCO	OUNT (AS INDICATE	
FTER PROMOTION RETAIL DISTRIBUTION WAS I	AIL DISTRIBUTION DAT NOT COMPLETED BY D TOTAL #/	E. ADVISE JUDY DIRECT ACCOUNT #/ DISPLAYS	IF PAYMENT DI			
ACCOUNT	NOT COMPLETED BY D TOTAL #/	#/ DISPLAYS				
ACCOUNT		1 10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	٠,	10 miles		The second secon
S# NAME	SHIPPED TO DIRECT ACCOUNT	SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION		(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97
SZYNSKI			/			
9920 TRIPIFOODS	522	521	42.7	\$597.80	_X_MGR/ ACCT	SHIPPED: (Y / N)
166 TOPS (W. FARM	AS) 0	O	0	\$0.00	NOT INCLUDE	ED THIS PROMOTION
9	20 TRIPIFOODS	20 TRIPIFOODS 522	20 TRIPIFOODS 522 521	20 TRIPIFOODS 522 521 42.7	20 TRIPIFOODS 522 521 42.7 \$597.80	20 TRIPIFOODS 522 521 42,7 \$597.80 _X_MGR/ACCT 66 TOPS (W. FARMS) 0 0 0 \$0.00



		NOVEMBER:	DORAL	B2G1F PF	ROMOTIC	ON #70	1647		
		BRAND STYLES (6)	M): DORAL LI	GHT/LT MEN	THOL 100 / L	IGHT 100	FF 100		. <u>-</u>
	DISPLAY	FERENCE BETWEEN NUI YS TO BE SHIPPED TO RI NAGER TO ENSURE DIST	ETAIL (ON TEMP	LATE), REPRESE	NTS EXTRA NL	IMBER OF D	ISPLAYS.		
		PACKING PAYMENTS WI PROMOTION RETAIL DIS							
		STRIBUTION WAS NOT C		···					
ΟIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	#/ DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION	PAYMENT (\$14 Per	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97	
₹. \$	MITH								
522	468800	NORTH COUNTRY (Handled by S/Rep 162201)	19	19	1.75	\$24.50	MGR/ _X_ACCT	SHIPPED: (Y / N)	
522	236370	GRAYS WHSL (Handled by S/Rep 162201)	30	28 🗸	2.5	\$35.00	MGR/ _XACCT	SHIPPED: (Y / N)	
5 22	332880	KEY STORES (Handled by S/Rep 162208)	0	0 V	0	\$0.00	NOT INCLUD	ED THIS PROMOTION	
622	570300	SCHEIDELMAN, INC (Handled by S/Rep 162206)	32	32 🗸	2.8	\$39.20	_X_MGR/ ACCT	SHIPPED: (Y / N)	



NOVEMBER: DORAL B2G1F PROMOTION #701647

BRAND STYLES (6M): DORAL LIGHT / LT MENTHOL 100 / LIGHT 100 / FF 100

THE DIFFERENCE BETWEEN NUMBER OF DISPLAYS ORDERED TO DIRECT ACCOUNT AND NUMBER OF DISPLAYS TO BE SHIPPED TO RETAIL (ON TEMPLATE), REPRESENTS EXTRA NUMBER OF DISPLAYS.

RJR MANAGER TO ENSURE DISTRIBUTION OF ANY EXTRA DISPLAYS TO APPROPRIATE ACCOUNTS.

VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED)

2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.

DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	#/ DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION		(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97	
<u>A. Z</u>	<u>'ECCA</u>								
1626	180000	ELMIRA DISTRIBUTING	38	35	3.15	\$44.10	MGR/ _X_ACCT	SHIPPED: (Y/N)	
1626	186350	F&T DISTRIBUTING	26	23	2	\$28.00	MGR/ _X_ACCT	SHIPPED: (Y / N)	<u></u>
1626	080880	J. A. CALDERON	90	87	7.35	\$102.90	MGR/ _XACCT	SHIPPED: (Y / N)	
1626	317880	R L JONES & SONS	38	36	3.15	\$44.10	MGR/ _XACCT	SHIPPED: (Y / N)	

AZ Pyminuadocti 11/5/97

		NOVEMBER	: DORAL	B2G1F PF	ROMOTIC	ON #701	1647		
		BRAND STYLES (6M): DORAL LI	GHT / LT MENT	THOL 100 / L	GHT 100 /	FF 100		
2 WEE	DISPLAY RJR MAR HERS FOR KS AFTER	FERENCE BETWEEN N YS TO BE SHIPPED TO I NAGER TO ENSURE DIS PACKING PAYMENTS V PROMOTION RETAIL D STRIBUTION WAS NOT	RETAIL (ON TEMP STRIBUTION OF AI WILL BE MAILED T ISTRIBUTION DAT	LATE), REPRESE NY EXTRA DISPL O EITHER RJR M E. ADVISE JUDY	NTS EXTRA NU AYS TO APPRO ANAGER OR D IF PAYMENT D	MBER OF DI PRIATE ACC RECTACCO	SPLAYS. COUNTS. CUNT (AS INDICATE		
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	#/ DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION	PAYMENT (\$14 Per	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97	
<u>D. K</u>	EENE	Y/S.SCHW/	ALM						
1622	375878	McLANE NORTHEAST	1157	1157	94.5	\$1,323.00	_X_MGR/ ACCT	SHIPPED: (Y / N)	



		NOVEMBER:	DORAL	B2G1F PF	ROMOTIC	N #70	1647		
		BRAND STYLES (6)	M): DORAL LI	GHT / LT MEN	THOL 100 / LI	GHT 100 /	FF 100		
	DISPLA RJR MA HERS FOR	FERENCE BETWEEN NUI YS TO BE SHIPPED TO RI NAGER TO ENSURE DIST PACKING PAYMENTS W PROMOTION RETAIL DIS	MBER OF DISPLA ETAIL (ON TEMP TRIBUTION OF AI ILL BE MAILED T	AYS ORDERED TO LATE), REPRESE NY EXTRA DISPL TO EITHER RJR M	O DIRECT ACCO INTS EXTRA NU AYS TO APPRO IANAGER OR DI	OUNT AND MEER OF DEPRIATE ACC	IUMBER OF ISPLAYS. COUNTS. DUNT (AS INDICATE)		
OR IF	RETAIL DI	STRIBUTION WAS NOT C	OMPLETED BY D	IRECT ACCOUNT	г.				
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	#/ DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION	PAYMENT (\$14 Per	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97	
D. K	<u>KEENE</u>	<u>Y</u>							
1622	679995	SONBYRNE DAIRY	17	17	1.5 🗸	\$21.00	_X_MGR/ ACCT	SHIPPED: (Y / N)	
1623	441643	STEWARTS (Pmyt will be mailed to Kim)	273	273	22.4	\$313.60	_X_MGR/ ACCT	SHIPPED: (Y / N)	



		NOVEMBER:	DORAL	B2G1F PF	ROMOTIC	ON #70	1647		
		BRAND STYLES (6)	M): DORAL LI	GHT / LT MEN	THOL 100 / L	GHT 100 /	FF 100		
	DISPLAY	FERENCE BETWEEN NUI YS TO BE SHIPPED TO RI NAGER TO ENSURE DIST	ETAIL (ON TEMP RIBUTION OF AI	LATE), REPRESE NY EXTRA DISPL	NTS EXTRA NU AYS TO APPRO	MBER OF D	ISPLAYS. COUNTS.		
		PACKING PAYMENTS WI PROMOTION RETAIL DIS							ļ
		STRIBUTION WAS NOT C				317720770	STOOLD BE CITA	INOLD	1
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	#/ DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION		(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97	
<u>C. A</u>	LESS	ANDRA							
626	154180	DERIGO SALES	141	139	11.5	\$161.00	_X_MGR/ ACCT	SHIPPED: (Y / N)	
626	336660	E.P. KIRST & SONS	90	87	7.35	\$102.90	_X_MGR/ ACCT	SHIPPED: (Y / N)	
626	044880	A.D. BEDELL	48	47	3.85	\$53.90	_X_MGR/ ACCT	SHIPPED: (Y / N)	
626	026040	M. ATTEA	13	9	1	\$14.00	_X_MGR/ ACCT	SHIPPED: (Y / N)	
1626	081120	BUFFALO TOBACCO PROD	38	35	3.15	\$44.10	_X_MGR/ ACCT	SHIPPED: (Y / N)	



51854 8098 PACKING PAYMENT VOUCHER REQUEST FORM NOVEMBER: DORAL B2G1F PROMOTION #701647 BRAND STYLES (6M): DORAL LIGHT / LT MENTHOL 100 / LIGHT 100 / FF 100 THE DIFFERENCE BETWEEN NUMBER OF DISPLAYS ORDERED TO DIRECT ACCOUNT AND NUMBER OF DISPLAYS TO BE SHIPPED TO RETAIL (ON TEMPLATE), REPRESENTS EXTRA NUMBER OF DISPLAYS. RJR MANAGER TO ENSURE DISTRIBUTION OF ANY EXTRA DISPLAYS TO APPROPRIATE ACCOUNTS. VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT. TOTAL #/ #/ DISPLAYS TOTAL #/12M PACKING SHIP DATE TO **DISPLAYS** SHIPPED TO (X) INDICATES ACCOUNT CASES NEED PAYMENT SIS# DIV SHIPPED TO RETAIL PAYMENT VAP RETAIL TO PACK NAME (\$14 Per DIRECT (SHOWN ON DISTRIBUTION ACCTS: 10/27/97 **PROMOTION** 12M Case) ACCOUNT TEMPLATE) R. TANCHYK

1638	091800	CAPITAL CANDY	81	79	6.65	\$93,10	MGR/ _XACCT	SHIPPED: (Y / N)
1623	315288	DOWLINGS INC.	116	116	9.8	\$137.20	MGR/ _XACCT	SHIPPED: (Y/N)
1623	211050	J. GALANES	0	0	0	\$0.00	NOT INCLUDE	ED THIS PROMOTION
1638	281200	HIBBERT & MCGEE	43	40	3.5	\$49.00	MGR/ _XACCT	SHIPPED: (Y / N)
1638	204600	SAM FRANK	30	27	2.5	\$35.00	MGR/ _XACCT	SHIPPED: (Y / N)
1623	611800	STD ROSENBAUM	77	73	6.3	\$88.20		

PROMOTION HAS BEEN SHIPPED TO RETAIL (PACKING PAYMENTS WILL THEN BE ISSUED)

MGR/

X ACCT

SHIPPED: (Y / N)

NOVEMBER: DORAL B2G1F PROMOTION #701647

BRAND STYLES (6M): DORAL LIGHT / LT MENTHOL 100 / LIGHT 100 / FF 100

THE DIFFERENCE BETWEEN NUMBER OF DISPLAYS ORDERED TO DIRECT ACCOUNT AND NUMBER OF DISPLAYS TO BE SHIPPED TO RETAIL (ON TEMPLATE), REPRESENTS EXTRA NUMBER OF DISPLAYS.

RJR MANAGER TO ENSURE DISTRIBUTION OF ANY EXTRA DISPLAYS TO APPROPRIATE ACCOUNTS.

OR IE BETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT

VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED)

2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE, ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED

OK IF I	RETAIL DIS	STRIBUTION WAS NOT CO	OMPLETED BY D	PIRECT ACCOUNT	•	L		
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	# DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION		(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97
S. N	lacLE	<u>OD</u>						
1623	160600	DONAHUE TOBACCO (Handled by S/R 162302)	39	36	3	\$42.00	_XMGR/ ACCT	SHIPPED: (Y / N)
1623	194040	FINKLE (Handled by S/R 162303)	210	210	17	\$238.00	_XMGR/ ACCT	SHIPPED: (Y / N)
1623	509977	H. FOURTINS (Includes H.F. #203290) (Handled by S/R /623		118	9.8	\$137.20	_XMGR/ ACCT	SHIPPED: (Y / N)
1623	335710	KINGSTON CANDY (Handled by S/R	73	66	6	\$84.00	_XMGR/ ACCT	SHIPPED: (Y / N)
1623	356150	LAVIN ⁵⁾ (Handled by S/R 162301)	35	34	2.8	\$39.20	_X_MGR/ ACCT	SHIPPED: (Y / N)
1623	431520	MOHAWK (Handled by S/R 162303)	Ō	<u></u>	Ō	\$0.00	NOT INCLUD	ED THIS PROMOTION
1623	647510	TRADING PORT (Handled by S/R	30	29	2.5	\$35.00	_XMGR/ ACCT	SHIPPED: (Y / N)
1623	619822	WUSTEFELD (Handled by S/R 162303)	18	16	1.5	\$21.00	_X_MGR/ ACCT	SHIPPED: (Y / N)

		NOVEMBER:	DORAL	B2G1F PF	ROMOTIC	ON #70	1647	
		BRAND STYLES (6)	M): DORAL LI	GHT / LT MEN	THOL 100 / L	IGHT 100 /	FF 100	
	DISPLAY	FERENCE BETWEEN NUI YS TO BE SHIPPED TO RI NAGER TO ENSURE DIST	ETAIL (ON TEMP	LATE), REPRESE	NTS EXTRA NU	IMBER OF D	ISPLAYS.	
		PACKING PAYMENTS W						
		PROMOTION RETAIL DIS				ISTRIBUTIO	N SHOULD BE CHA	NGED
OR IF	YETAIL DIS	STRIBUTION WAS NOT C			/a	1		
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	# DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION		(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97
<u>H. E</u>	BATTL	<u>E</u>						
1638	023880	ASSOCIATED GROCERS	47	46	3.85 ∨	\$53.90	_X_MGR/ ACCT	SHIPPED: (Y / N)
1638	396640	MANCHESTER TOBACCO	102	99	8.4 ∨	\$117.60	_X_MGR/ ACCT	SHIPPED: (Y / N)
1638	462720	N.H. TOBACCO	0	0	0 \	\$0.00	NOT INCLUDE	ED THIS PROMOTION
1638	648240	TBI CORPORATION	102	99	8.4	\$117.60	_X_MGR/ ACCT	SHIPPED: (Y / N)



	1	,		 				
		NOVEMBER:	DORAL	B2G1F PF	<u>ROMOTIC</u>	ON #70	<u>1647</u>	
		BRAND STYLES (6)	M): DORAL LI	GHT / LT MEN	THOL 100 / L	GHT 100 /	FF 100	
	DISPLA	FERENCE BETWEEN NUI YS TO BE SHIPPED TO RE NAGER TO ENSURE DIST	ETAIL (ON TEMP	LATE), REPRESE	NTS EXTRA NU	MBER OF D	ISPLAYS.	
VOUCE		PACKING PAYMENTS W						ED)
2 WEE	KS AFTER	PROMOTION RETAIL DIS	TRIBUTION DAT	E. ADVISE JUDY	IF PAYMENT D			
OR IF I	RETAIL DIS	STRIBUTION WAS NOT C	OMPLETED BY D	PIRECT ACCOUNT	<u>r. </u>			
DIV	SIS#	ACCOUNT NAME	TOTAL #/ DISPLAYS SHIPPED TO DIRECT ACCOUNT	#/ DISPLAYS SHIPPED TO RETAIL (SHOWN ON TEMPLATE)	TOTAL #/12M CASES NEED TO PACK PROMOTION	PAYMENT (\$14 Per	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 10/27/97
<u>s. s</u>	CHW	ALM						
1622	278580	HERKIMER WHOLE.	262	259	21.5 V	\$301.00	_X_MGR/ ACCT	SHIPPED: (Y / N)
1622	533288	JONES MCINTOSH INC	160	160	13.3	\$186.20	_X_MGR/ ACCT	SHIPPED: (Y / N)
1622	026300	AUER	68	68	5	\$70.00	_X_MGR/ ACCT	SHIPPED: (Y / N)



NOVEMBER: DORAL B2G1F PROMOTION #701647 BRAND STYLES (6M): DORAL LIGHT / LT MENTHOL 100 / LIGHT 100 / FF 100 THE DIFFERENCE BETWEEN NUMBER OF DISPLAYS ORDERED TO DIRECT ACCOUNT AND NUMBER OF DISPLAYS TO BE SHIPPED TO RETAIL (ON TEMPLATE), REPRESENTS EXTRA NUMBER OF DISPLAYS. RJR MANAGER TO ENSURE DISTRIBUTION OF ANY EXTRA DISPLAYS TO APPROPRIATE ACCOUNTS. VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT. #/ DISPLAYS TOTAL #/ TOTAL #/12M PACKING (X) INDICATES SHIP DATE TO DISPLAYS SHIPPED TO ACCOUNT CASES NEED PAYMENT PAYMENT VAP RETAIL SIS# SHIPPED TO RETAIL DIV TO PACK (\$14 Per NAME DIRECT (SHOWN ON DISTRIBUTION ACCTS: 10/27/97 PROMOTION 12M Case) **ACCOUNT** TEMPLATE) R. NOONAN COOK WHSL Õ 0 0 \$0.00 1626 129850 (Handled by S/Rep NOT INCLUDED THIS PROMOTION 162602) \$0.00 1626 124920 F. COLUCCI 0 0 0 (Handled by S/Rep NOT INCLUDED THIS PROMOTION 162601) \$14.00 12 10 586440 SHOSHO (Handled MGR/ by S/Rep 162601) SHIPPED: (Y / N) X_ACCT Õ \$0.00 1626 331440 JACOB KERN n (Handled by S/Rep NOT INCLUDED THIS PROMOTION 162601)

51854 8103

9/22/97

ļ					DO	RAL (5M)		NOVE MBER PRO	MOTION		7265-0620
:				LIGHT	LT MEN 100	LT 100	7 400					06
ACCT#	PO#	ACCOUNT NAME	UPC	24485	24492	24489	740) Straeste	TOTAL ORDER \$ AMOUNT	ARRIVAL DATE	#SKUS! DORAL DISPLAYS (ITEM #533174) (PER SKU)	
DIV#	1622		_				in one each	*	\/		#DISPLAYS PER DIRECT ACCOUNT	A 4(20)
026300	NO	AUER	4.53	5	5	5	1	68.5	P/Pumi	10/20/97	5.66	69 0637
236370	NO	GRAYS WHLS	1.87	2	2	2	1	30.0	, X	10/20/97 35524.28	265	50 0632
	REQUIRED Use 'Judy'	HERKIMER	17,27	18	18	18	7	261.1	P/Pymit	10/20/97 4256-903/	250 1 2135/2/	.5 0634
	NO	JONES McINTOSH	10.67	11	11	11	5	162.6	P/Pymt	10/20/97	160 13.30	
332400	NO	KEYCO V	1.93	2	2	2	11	30.0	P/Pymt	10/20/97 \$34,80	29 _2.45	2.5 0688
332520	NO	KEYSTONE VV	1.60	2	2	1_1_	1	25.7	P/Pymt	10/20/97	24	06400644
332880	NO	KEY STORES VV	, ,	0	0	0	0	0.0	X	10/20/97 \$0.00	0.00	X
375878	YES	McLANE NE	77.13	77	77	77	39	1155.6	I WILL PLACE ORDER WIKATHY	10/20/97	1157	0649
		(Consolidated #507865) Call D.Cook for	269.97	2/1-CT; 4/2-	MA; 1/0-NH; I	2/1-46.J; 20/ 11-	нү; 1/0-он;	23/12-PA	P/Pymt	\$1,323.00	94.50] '
094931	NO	MID VALLEY	3.67	4	4	4	1	65.6	\sim	10/20/97	55	0645 -
			/ 12.83		<u> </u>				P/Pymt	\$63,767	4.5	
	082597	y	6.80	75	7 کنھ	7	3	102.7	(SMOKERS)	10/20/97	2 192 (2 199 ? .	103)0647
i	ARRIVAL DATE		23.80	2	2	3	== 57	34.2	. X	i e	32	1.5/91
	082597 ARRIVAL DATE		2.13 7.47	┝╧	 	-	<u> </u>	———	P/Pymt	10/20/97 \$39.20	2.80	0641 _
	REQUIRED Use 'Judy'	KLEIN CANDY	27.40 95.90	28	28	28 7/4-NJ/ 18	12	410.9	P/Pymt	10/20/97 \$470.46 ⁴	33.50	4117-0643
	NO SUCY	NORTH COUNTRY	1.27	2	1	1	1	21.4	P/Pymt	10/20/97	19	(19) 0631
570300	082697	SCHEIDELMAN V	2.13	2	3	2	1	34.2	<u> </u>	-6/26/97	32	1 /20 0/01
	ARRIVAL DATE	Tues/Thurs Delivery	7.47		ļ <u>.</u>				Р/Рупп	\$39.20	3.50	(32)0636
1				168	153	167	79		6.000 6.000 6.000	The state of the s	2376	
5-	Sont	Brynl	V	1	/	1	1		618.99	10/20	(17)	6481 0775
-		l			3						ورس	
		/	10	ATTN: S	UE WRIGH	IT (FAX #21	156)			FROM:	J. CAMPBELL (7	718 <u>834</u> 4179; FAX; 716-634-31

51854 8104

FIRST	ORDER DAT	E: 9/15/97		DOR	4 <i>L (6M)</i>	-		
			LIGHT	LT MEN 100	LT 100			-
ACCT#	PO#	ACCOUNT NAME	24488	24492	24489		TOTAL CROER \$ AMOUNT	ARRIV
DIV :	#1622						_	
026300	NO	AUER	5	5	5	1	2475.93	10
236370	NO	GRAYS WHLS	2	2	2	1	1093.42	10
278580	REQUIRED Use 'Judy'	HERKIMER	18	18	18	7	9484.00	10
533288	NO	JONES MOINTOSH	11	11	11	5	5880.38 X	10
332400	NO	KEYCO	2	2	2	1	1250.92 X	10.
332520	NO	KEYSTONE	2	2	1	1	928.47	10,
094931	NO	MID VALLEY	4	4	4	1	2304 19 X	10
442680	002597	MOUNTAIN CNDY	7	7	7	3	37/3.93 V	10
447000		(TWO SHIPMENTS) MUTUAL WHSL	2	6 2	<i>-8∙5</i> 3	45	1237.97	10
761406	REQUIRED Use 'Judy'	KLEIN CANDY NY	3 187 18	ORDER 1	Y STATE 10 7 18	54.	4275.49 5985-08 HATT	78 101 12
468800	NO	NORTH COUNTRY	2	1	1	1	181.01 V	10/
570300	082697/92/9	SCHEIDELMAN	2	3	2	1	1232.97 X	10

416767.98

DR761447.XLS(M1762)

ATTN: PROMOTIONS DEPT (FAX #2156) FROM: J. CAMPBELL (716-634-4179; FAX: 718-634-3145)

NOVEMBER PROMOTION

7265-__ 0651

				LIGHT	LT MEN 100	LT 100	instruction	i i	· · · · · · · · · · · · · · · · · · ·			
ACCT#	PO#	ACCOUNT NAME	UPC	24488	24492	24489			TOTAL ORDER \$	ARRIVAL DATE	#8KUS/ DORAL DISPLAYS (ITEM #533174) (PER 8KU)	
DIV #	1623											70 - 0657
160600	082597	DONAHUE	2.40	2	2	3	2	38.5	V	10/20/97	36	1 <i>5</i> 7
	ARRIVAL DATE	//	8.40						P/Pym	1 -017.10		120.111
315288	REQUIRED	COWLINGS	7.93	8	8	187	4	445.8	V)//	10/20/97	-140 U	180/16
	Use 'JUDY'V		27:77	-#-	-	4	2-	- 69.5	// P/Pym	\$137.20	9.80	A A
194040	NO _	FINKLE	14.00	14	14	14	7	210		10/20/97	g 210	210 - 0659
	V	/	49.00		1			-	P/Pym	\$240,00,2	17.18	1
509977	NO V	H_FOURTINS	7.87	8	8	8	4	119.8	XX	10/20/97	118	120 - 1672
		2 SHIPMENTS / PRD	27.53						P/Pym	\$137.20	9.80	1 00 /2
335710	NO \	KINGSTON	4.40	5	5	5	2	72.8		10/20/97	66	73 - 0666
· ·	V		15.40						P/Pym	\$83.50 84	£:95 6	13 2 0000
356150	NO (LAVIN CANDY	2.27	3	1	2	2	34.2		10/20/97	34	35 - 0684
	-		7.93		l				/ PfPym	\$39.20	2.80	
431520	NO V	MOHAWK	0.00	0	0	0	0	0.0		10/20/97	0	IX ×
		1	0.00						P/Pym		0.00	1
647510	082597	TRADING PORT	1.93	2	2	2	1	30.0	V	10/20/97	29	30 - 0664
	ARRIVAL DATE		6.77		Ĺ				P/Pym	\$ \$34.00 35	مهر	
619822	NO N	WUSTEFELD	1.07	1	1	1	1	17.1		10/20/97	16	- 18 - 0662
	¥ .	<i>/</i>	3.73						P/Pym			
611800	NO /	STD ROSENBAUM	4.87	5	5	5	3	77.0	V	10/20/97	73	177 <i>- 0</i> 66/
1	! V	<u> </u>	17.03		!		<u> </u>	1	P/Pym	\$88,20	6.30	1 ' '
		, **		52	50	52	28	1		-1 43 -1 43	701	

441643 July Stewarts 18-18-10 10/20/97 (273)-7266-210 4797.15 2940.18 9903.77 991 EROM J. CAMPBELL (716-634-4179; FAX: 716-634-3145)

NOVEMBER DORAL

ATTN: SUE WRIGHT (FAX #2156)

B2G1F PROMOTION #701647

PRO03647_XLS(9/19/97

NOVE	MBER D	ORAL B2G1F	PROM	OTION	# <mark>70</mark> 164	7		
FIRST	ORBERDAT	E-9/18/97(in a se		DOR.	4 <i>L (614</i>)			
	7.044		LIGHT	LT MEN 100	LT 100			
ACCT#	PO#	ACCOUNT NAME	24488	24492	24489		TOTAL ORDER \$ AMOUNT	ARRIVAL DATE
DIV #	¥1623							
160600	082597 (020) ARRIVAL DATE	DONAHUE	2	2_	3	2 _	1405.82 V	10/20/97
315288	REQUIRED	DOWLINGS	8	8	X 7	4	463532	10/20/97
	Use 'JUDY'			4-	4	2-	2317.64	10/29/99
194040	NO	FINKLE	14	14	14	7	7582.94	10/20/97
509977	NO	H. FOURTINS	8	8	8	4	4332.92 X	10/20/97
335710	NO	KINGSTON	5	5	5	2	2655.44	10/20/97
356160	NO	LAVIN CANDY	3	1	2	2	1837.97 /	10/20/97
647510	082597 (070)17 ARRIVAL DATE	TRADING PORT	2	2	2	1	1083.22	10/20/97
619822	NO NO	WUSTEFELD	1	1	1	1	618.99	10/20/97
611800	NO	STO ROSENBAUM	5	5	5	3	2785.43 V	10/20/97

DR701647_XLSQ#1792]

ATTN: PROMOTIONS DEPT (FAX#2156) FROM: J. CAMPBELL (716-634-4179; FAX: 716-634-3145)

					Г		0.00	A L (6M)		NOVEMBER PRO	MATION		·
					1			A L (OM)	**************************************	MOVEMBERTA	NIC LICIA		7265-06
			•			LIGHT	LT MEN 100	LT 100	ं नेजर हिंदी				1200
CCT#	PO#	ACCOUNT NA	ME		UPC	24488	24492	24489	ian	TOTAL ORDER \$	ARRIVAL DATE	#SKUS/ DORAL DISPLAYS (ITEM #633174) (PER SKU)	
NO #	1626		//		T			/		Z			C 1/2/2
86440	NO	SHOSHO		9: 6 7	2.33	1 1	1	12	0 0	12.8 P/Pymi	10/20/97 \$14.26	10	12 - 0687
24920	NO	F.COLUCCI	V	0.00	0.00	0	0	0 ~	0×	NOT INCLUDED	\$0.00	0.00	× ~
88080	NO	J.A. CALDERI	NON	5.80	20.30	6 V	6 2	6 🗸	3 V	89.9 P/Pymi	10/20/97	87 7.35	90 707
44880	NO	A.D. BEDELL	V	3_13		3 V (ALL PA)	3~	3 🗸	2 🔾	47.1 P/Pymi	10/20/97	7.35 AT 49 3.85 (PX48) 0713
81120	NO	BUFFALO TO	В	2-33	8.17	2 🗸	3/	3 🗸	1 >	37.5 P/Pymi	10/20/97	35	38) _ 0683
29850	NO	COOK WHSL	v 1	0.00	0.00	0	0	0 ,	0 >	P/Pymi	10/20/97	0 0.00	χ×
54180	REQUIRED Use 'Judy'	DERIGO SALE	- 77	9.27	32.43	9 ~	9 1	9 ,	6 v	141.2 P/Pymi	10/20/97	189 11.50	141
80000	082597	ELMIRA .		2.33		2 🗸	2 🗸	2 🗸	3 1	38.5	10/20/97	35	(38) 0709
86350	NO	F&TDISTR.		1.53	8.17	2 🗸	2 🗸	1 1	11	25.7	\$44.10 10/20/97	3,15 23	
36660	₩65279 7	E.P. KIRST		5.80	5.37	6 √	6 /	6./	3 ~	89.9	8/27/97	2.1/s* 87	000
	ARRIVAL DATE				20.30			0 0	4	P/Pym:	\$102.90 10/20/97	7.35	(90) 0699
31440		J. KERN & SC Use On-Hand	Produc		0.00	0	0			P/Pym	\$0.00	0.00	$\sum_{i=1}^{\infty}$
26040	NO	M. ATTEA		0.60	2,10	1 🗸	1 0	1 /	0 1	/2.8 P/Pym	10/20/97 \$14#0	1.05	(13) 0693
17880	NO	R.L. JONES	W	2.40	8.40	3 🗸	3 ✓	3 /	0 0	38.5 P/Pym	10/20/97 \$44.10	36 3.15	(38) 0724
49920	082597	TRIPIFOODS	W	34.73		35 🗸	35 V	35 V	17 V	522.2	10/20/97	521	522 0704
					121.57	NY-35/18; I	PA-13/6; OI	1-2/0 70	36	P/Pvm	\$507.00	42.70	

1056

FROM: J. CAMPBELL (716-634-4179; FAX: 718-634-3145)

. ATTN: SUE WRIGHT (FAX #2156)

Source: https://www.industrydocuments.ucsf.edu/docs/tfjn0000

FIRST	ORDER DAY	F9 9/15/97(12 (li))		DOR	4 L (6M)			
			NGHT	LT MEN 180	LT 190			
ACCT#	PO#	ACCOUNT NAME	24485	24492	24469		TOTAL ORDER \$ AMOUNT	ARRIVAL DATE
DIV	# 1626							<u> </u>
586440	NO	зноѕно	1	1	1	C	465.18 V	10/20/97
088080	NO	J.A. CALDERNON	6	6	6	3	3280.29	10/20/97
044860	NO	A,D. BEDELL	3	3	3	2	1949.71	10/20/97
081120	NO	BUFFALOTOB	(ALL PA)	3	3	1	1392.71	10/20/97
154180	REQUIRED Use 'Judy'	DERIGO SALES	9	9	9	6	5106.66	10/20/97
180000	082597 10208	?ELMIRA	2	2	2	3	1392.71	10/20/97
	ARRIVAL DATE	·					-	
186350	NO	F&T DISTR.	2	2	1	1	937.21	10/20/97
336660	082797 67197 ARRIVAL CATE	E.P. KIRST	6	6	6	3	3249.70	10/22/97 WED, DELY.
026040	NO	M. ATTEA	1	1	1	0	464.24	10/20/97
317380	NO	R.L. JONES	3	3	3	0	1392.71	10/20/97
649920	082597	TRIPIFOODS		ORDER E	Y STAT	<u> </u>	,	10/20/97
		NY	22	22	22	11	11,915.51	15
		ОН	2	2	2	1	1284.82	19935
		PA	11	11	11	5	6735.38	1 -,1

DR701647.XLS@417897)

ATTN PROMOTIONS DEPT (FAX #2156) FROM: J. CAMPEELL (716-634-4179; FAX: 716-634-3145)

					DO	RAL (6	M)		NOVEMBER	t PRO	MOTION			÷
		8		LIGHT	LT MEN 100	LT 100	- 1						/ /	7115-
ACCT#	PO#	ACCOUNT NAME	UPC	24488	24492	24489	24 35	areas.	TOTAL ORI AMOUNT	DER \$	ARRIVAL DATE	#8KU8/ DORAL DISPLAYS (ITEM #533174) (PER SKU)	<u> </u>	1265- 075
DIV #	#1638								_ /		,		1	
023880	REQUIRED	ASSOC, GROC.	3.07	3	3	3	2	47.1			10/20/97	46	<i>47)</i>	
	Use 'Judy'		10.73		(NH-2/2;	VT-1/0)				P/Pyms	\$53.90	3.85		
091800	NO	CAPITAL CANDY	5.27 🗸	5	6	6	2	81.3	X		10/20/97	79	(81)	0734
			18.43			NH-1/0;			\searrow	P/Pymt		6.65		~
211050	NO	J. GALANES	0.00	0	0	0	0	0.0	V		10/20/97	0	ΙXι	\rightarrow
281200	NO	HIBBERT & McGEE	2.67	3	3	3	1	42.8	X	P/Pymt	\$0.00 10/20/97	0.00 40	42	0738
			9.33			-		0.0		P/Pymi		3.50		• , –
396640	NO	MANCHESTER	6.60	7	7	7	3	102.7	<u> </u>		10/20/97	99	102	0753
462720	082597	N.H. TOBACCO	23,40 3.80	. 4		- 4 -	2	59.9		P/Pymi	\$117.60 10/20/97	8.40 <i>(</i>		
702120	ARRIVAL DATE		V _{13.30}	7	1-			03.0	\ /	P/Pym		4.90	X	*
204500	NO	SAM FRANK INC	1.80	2	2	2	1	30.0			10/20/97	15 27	(30)	0744
			6.30				-	0.0	<u> </u>	P/Pymi	\$ac30.55 10/20/97	245		
648240	NO	TBI	6.60 23.10	7	7 /MA-4/1	7 - NH-3/21	3	102.7		P/Pym		99 8.40	102) <i>0756</i>
***************************************	***************************************			31	32	32	14					38]	
	REGION T	OTALS	1435.80	309	309	309	147							
		Region Allocation	1139	1074										
			-1074										4	
		Residual	65			<u> </u>					<u> </u>	l	J	

ATTN: SUE WRIGHT (FAX #2156)

FROM: J. CAMPBELL (716-634-4179; FAX: 716-634-3145)

Ţ	0	J	4	·	_	_	_	

NOVI	EMBER D	ORAL B2G1F	PROM	OTION	#7016 ₄	<u> 47</u>		
FIRST	OF GERLOPI	E Groff III		DOR	A L (6M)			
			LIGHT	LT MEN 100	LT 100			
ACCT #	PO#	ACCOUNT NAME	24488	24492	24489		TOTAL ORDER \$ AMOUNT	ARRIVAL DATE
DIV #	#1638							
023880	REQUIRED	ASSOC. GROC.		ORDER E	Y STAT	Ë	<u> </u>	10/20/97
	Use 'Judy'	NH	3] 3	3	0	1546.61 V	1877.70
		VT	0	0	0	2	231.09	191
091800	NO	CAPITAL CANDY		ORDER E	BY STAT	E	,	10/20/97
		NH	1	1	1	1 1	668.01	- 0.00
		ME.		1	1	0	519.91 V	3191-13
	<u> </u>	į VI	<u>3</u>	4	4	111	2004.03	
261200	NO	HIBBERT & McGEE	3	3	3	1	1670.03	10/20/97
		I WO SHIPMENTS	3	3	3_	1	1670.03	10/27/97-
396640	NO	MANCHESTER	7	7	7	3	4124.33	10/20/97
462720	082597	N.HTOBAGGO	4	-4-	4	2-	2426-23	10/20/97
00100	ARRIVAL DATE					<u> </u>		
204600	NO	SAM FRANK INC	2	2	2	1	1169.02	10/20/97
	1	TWO SHIPMENTS	7] 2	1	1 1	1002.01	10/27/97
548240	NO	теі		ORDER E				10/20/97
	_	NH NH	3	3	3	11	1718.46	10/20,
		MA	4	4	4	2	2405.84	10127197

DRITURENT XLS (#17/97)

ATTN: PROMOTIONS DEPT (FAX #2156) FROM: J. CAMPEELL (716-634-4179; FAX: 716-634-3145)